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Abe, N.; Pednault, E.; Haixun Wang; Zadrozny, B.; Wei Fan; Apte, C.;  
Data Mining, 2002. ICDM 2002. Proceedings. 2002 IEEE International Conference on  
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C. Apte, E. Bibelnieks, R. Natarajan, E. Pednault, F. Tipu, D. Campbell, B. Nelson  
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**Keywords:** Segmentation-based models, decision trees, feature selection, linear regression, logistic regression, targeted marketing

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Edwin Pednault, Naoki Abe, Bianca Zadrozny  
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Recently, there has been increasing interest in the issues of cost-sensitive learning and decision making in a variety of applications of data mining. A number of approaches have been developed that are effective at optimizing cost-sensitive decisions when each decision is considered in isolation. However, the issue of sequential decision making, with the goal of maximizing total benefits accrued over a period of time instead of immediate

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 to the action ff (cf. Rosenschein [24] and **Pednault** [16])The resulting database describes the  
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 IEEE Trans. Comp.C-22, no.7, 689-697, 1974. **Pednault**, E.Minimum length encoding and inductive  
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 intractable. Under the classical framework, **Pednault** [17] provided a happy compromise between the  
 In this paper, we combine elements of uwl and **Pednault's** adl, defining sadl: a middle-ground  
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 is important because the expressivepower of ADL #**Pednault** 1989# provides a much more convenientway to  
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